

District 100
Profit & Loss Statement (Actual vs. Budget GL Detail) (in USD)

Month Ending 02/28/2019			07/01/2018 Through 02/28/2019		
Actual	Budget	Variance	Actual	Budget	Variance
			District Revenue		
			Membership Revenue		
2,291.23	1,031.00	1,260.23	19,700.39	18,226.00	1,474.39
2,291.23	1,031.00	1,260.23	19,700.39	18,226.00	1,474.39
			District Store Revenue		
0.00	0.00	0.00	0.00	500.00	(500.00)
0.00	0.00	0.00	0.00	500.00	(500.00)
2,291.23	1,031.00	1,260.23	19,700.39	18,726.00	974.39
			District Expenses		
			TLI Expenses		
0.00	0.00	0.00	0.00	200.00	(200.00)
0.00	0.00	0.00	254.75	450.00	(195.25)
0.00	0.00	0.00	130.96	150.00	(19.04)
0.00	0.00	0.00	0.00	75.00	(75.00)
0.00	0.00	0.00	385.71	875.00	(489.29)
			District Store Expenses		
0.00	0.00	0.00	0.00	500.00	(500.00)
0.00	0.00	0.00	0.00	500.00	(500.00)
			Marketing Expense		
			Building New Clubs		
0.00	0.00	0.00	520.18	420.00	100.18
0.00	0.00	0.00	67.89	150.00	(82.11)
0.00	0.00	0.00	536.84	500.00	36.84
0.00	0.00	0.00	122.72	150.00	(27.28)
572.05	400.00	172.05	587.77	2,800.00	(2,212.23)
572.05	400.00	172.05	1,835.40	4,020.00	(2,184.60)
			Membership Growth		
0.00	0.00	0.00	402.47	450.00	(47.53)
0.00	0.00	0.00	72.31	75.00	(2.69)
107.26	0.00	107.26	547.81	750.00	(202.19)
0.00	0.00	0.00	72.27	0.00	72.27
0.00	0.00	0.00	377.84	850.00	(472.16)
107.26	0.00	107.26	1,472.70	2,125.00	(652.30)
			Club Coaches		
0.00	25.00	(25.00)	0.00	75.00	(75.00)
0.00	25.00	(25.00)	0.00	75.00	(75.00)
			Recognition		
0.00	0.00	0.00	1,115.30	950.00	165.30
0.00	0.00	0.00	3,155.46	0.00	3,155.46
0.00	0.00	0.00	325.08	0.00	325.08
0.00	0.00	0.00	389.93	0.00	389.93
0.00	0.00	0.00	1,525.13	0.00	1,525.13
0.00	0.00	0.00	6,510.90	950.00	5,560.90
			Other		
0.00	0.00	0.00	0.00	250.00	(250.00)

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Month Ending 02/28/2019			07/01/2018 Through 02/28/2019			
Actual	Budget	Variance		Actual	Budget	Variance
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	394.64	0.00	394.64
0.00	0.00	0.00	7080-000000 - Gifts & Thank You's	25.03	40.00	(14.97)
0.00	50.00	(50.00)	7086-000000 - Miscellaneous Expenses	363.53	400.00	(36.47)
0.00	50.00	(50.00)	Total Other	783.20	690.00	93.20
679.31	475.00	204.31	Total Marketing Expense	10,602.20	7,860.00	2,742.20
			Communications & PR Expenses			
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	66.80	0.00	66.80
0.00	0.00	0.00	7012-000000 - Supplies & Stationery Expense	0.00	100.00	(100.00)
40.00	150.00	(110.00)	7026-000000 - Website Expense	1,146.32	2,070.00	(923.68)
139.00	139.00	0.00	7034-000000 - Conference Calls & Webinars Expense	2,226.00	2,256.00	(30.00)
179.00	289.00	(110.00)	Total Communications & PR Expenses	3,439.12	4,426.00	(986.88)
			Education & Training Expense			
			Distinguished Clubs			
0.00	30.00	(30.00)	7078-000000 - Food Expense	179.86	640.00	(460.14)
0.00	0.00	0.00	7082-000000 - Incentives	287.28	500.00	(212.72)
0.00	30.00	(30.00)	Total Distinguished Clubs	467.14	1,140.00	(672.86)
			Training Club Officers			
0.00	0.00	0.00	7004-000000 - Badges & Pins	68.00	0.00	68.00
0.00	0.00	0.00	7006-000000 - Educational Materials	0.00	500.00	(500.00)
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	416.03	225.00	191.03
0.00	0.00	0.00	7016-000000 - Meal Event Expense	2,357.88	2,395.00	(37.12)
0.00	0.00	0.00	7078-000000 - Food Expense	382.25	0.00	382.25
0.00	0.00	0.00	Total Training Club Officers	3,224.16	3,120.00	104.16
			Training Division & Area Governors			
0.00	0.00	0.00	7004-000000 - Badges & Pins	210.12	376.00	(165.88)
0.00	0.00	0.00	7006-000000 - Educational Materials	269.37	400.00	(130.63)
194.75	0.00	194.75	7016-000000 - Meal Event Expense	568.64	600.00	(31.36)
404.55	500.00	(95.45)	7078-000000 - Food Expense	1,212.80	1,350.00	(137.20)
599.30	500.00	99.30	Total Training Division & Area Governors	2,260.93	2,726.00	(465.07)
			Training Areas & Divisions			
0.00	0.00	0.00	7006-000000 - Educational Materials	0.00	125.00	(125.00)
0.00	75.00	(75.00)	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	0.00	150.00	(150.00)
0.00	0.00	0.00	7078-000000 - Food Expense	988.35	0.00	988.35
0.00	75.00	(75.00)	Total Training Areas & Divisions	988.35	275.00	713.35
			Other			
0.00	0.00	0.00	7010-000000 - Awards Expense (Trophies, Plaques, Ribbons & Certificates)	72.27	195.00	(122.73)
0.00	0.00	0.00	Total Other	72.27	195.00	(122.73)
599.30	605.00	(5.70)	Total Education & Training Expense	7,012.85	7,456.00	(443.15)
			Speech Contest Expenses			
0.00	0.00	0.00	7020-000000 - Printing Expense	65.16	0.00	65.16
0.00	0.00	0.00	Total Speech Contest Expenses	65.16	0.00	65.16
			Administration Expenses			
0.00	0.00	0.00	7004-000000 - Badges & Pins	248.57	0.00	248.57
0.00	0.00	0.00	7012-000000 - Supplies & Stationery Expense	1,146.44	0.00	1,146.44

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Actual	Budget	Variance		Actual	Budget	Variance
0.00	150.00	(150.00)	7014-000000 - Room Rental Event Expense	0.00	400.00	(400.00)
198.80	0.00	198.80	7020-000000 - Printing Expense	341.07	505.00	(163.93)
0.00	300.00	(300.00)	7048-000000 - Equipment Purchase Expense (Less than \$500)	96.70	600.00	(503.30)
0.00	0.00	0.00	7078-000000 - Food Expense	67.01	180.00	(112.99)
0.00	0.00	0.00	7080-000000 - Gifts & Thank Yous	6.13	0.00	6.13
0.00	0.00	0.00	7086-000000 - Miscellaneous Expenses	632.13	325.00	307.13
198.80	450.00	(251.20)	Total Administration Expenses	2,538.05	2,010.00	528.05
			Travel Expense			
			District Director			
0.00	0.00	0.00	7056-000000 - Convention Registration Fees Expense	0.00	580.00	(580.00)
0.00	0.00	0.00	7058-000000 - Lodging Expense	2,379.32	1,800.00	579.32
684.68	0.00	684.68	7062-000000 - Transportation - Mileage Expense	684.68	400.00	284.68
0.00	0.00	0.00	7068-000000 - Transportation - Other Expense	35.45	100.00	(64.55)
0.00	0.00	0.00	7078-000000 - Food Expense	178.84	220.00	(41.16)
684.68	0.00	684.68	Total District Director	3,278.29	3,100.00	178.29
			Program Quality Director			
0.00	0.00	0.00	7056-000000 - Convention Registration Fees Expense	0.00	780.00	(780.00)
0.00	0.00	0.00	7058-000000 - Lodging Expense	1,947.67	1,800.00	147.67
0.00	0.00	0.00	7062-000000 - Transportation - Mileage Expense	0.00	400.00	(400.00)
0.00	0.00	0.00	7068-000000 - Transportation - Other Expense	15.00	100.00	(85.00)
0.00	0.00	0.00	7078-000000 - Food Expense	102.62	220.00	(117.38)
0.00	0.00	0.00	Total PQD	2,065.29	3,300.00	(1,234.71)
			Club Growth Director			
0.00	0.00	0.00	7056-000000 - Convention Registration Fees Expense	0.00	780.00	(780.00)
0.00	0.00	0.00	7058-000000 - Lodging Expense	1,947.67	1,800.00	147.67
0.00	0.00	0.00	7062-000000 - Transportation - Mileage Expense	0.00	400.00	(400.00)
0.00	0.00	0.00	7068-000000 - Transportation - Other Expense	0.00	100.00	(100.00)
0.00	0.00	0.00	7078-000000 - Food Expense	58.90	220.00	(161.10)
0.00	0.00	0.00	Total CGD	2,006.57	3,300.00	(1,293.43)
			Finance Manager			
0.00	0.00	0.00	7062-000000 - Transportation - Mileage Expense	0.00	50.00	(50.00)
0.00	0.00	0.00	Total FM	0.00	50.00	(50.00)
			Public Relations Manager			
200.00	0.00	200.00	7062-000000 - Transportation - Mileage Expense	200.00	100.00	100.00
200.00	0.00	200.00	Total PR Manager	200.00	100.00	100.00
			Administration Manager			
0.00	0.00	0.00	7062-000000 - Transportation - Mileage Expense	0.00	50.00	(50.00)
0.00	0.00	0.00	Total Admin Manager	0.00	50.00	(50.00)
			Division Director			
0.00	0.00	0.00	7062-000000 - Transportation - Mileage Expense	103.00	300.00	(197.00)
0.00	0.00	0.00	Total Division Director	103.00	300.00	(197.00)
			IPDD			

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0.00	0.00	0.00	7062-000000 - Transportation - Mileage Expense	814.64	300.00	514.64
0.00	0.00	0.00	Total IPDD	814.64	300.00	514.64
0.00	0.00	0.00	Keynote Speaker			
0.00	0.00	0.00	7060-000000 - Transportation - Airfare Expense	397.30	0.00	397.30
0.00	0.00	0.00	7062-000000 - Transportation - Mileage Expense	42.00	60.00	(18.00)
0.00	0.00	0.00	Total Keynote Speaker	439.30	60.00	379.30
0.00	0.00	0.00	Other Member			
0.00	0.00	0.00	7056-000000 - Convention Registration Fees Expense	1,540.00	0.00	1,540.00
0.00	0.00	0.00	Total Other Member	1,540.00	0.00	1,540.00
884.68	0.00	884.68	Total Travel Expense	10,447.09	10,560.00	(112.91)
148.31	148.31	0.00	Other Expenses			
148.31	148.31	0.00	7092-000000 - TI Allocation	1,186.48	1,186.48	0.00
2,689.40	1,967.31	722.09	Total Other Expenses	1,186.48	1,186.48	0.00
(398.17)	(936.31)	538.14	Total District Expenses	35,676.66	34,873.48	803.18
			Total Net Income	(15,976.27)	(16,147.48)	171.21